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PRESS RELEASE

CORLISS UDOEMA SELECTED AS 2017 VIRGINIA STATE SMALL BUSINESS PERSON OF THE YEAR

The U.S. Small Business Administration (SBA) has selected Corliss Udoema as the 2017 Virginia Small Business Person of the Year. Ms. Udoema was notified of the selection through a letter from the recently confirmed SBA Administrator, Linda McMahon. In the letter, Mrs. McMahon states “Your hard work, innovative ideas, and dedication to your employees and community have helped you build an outstanding business that has strengthened your state’s economy. The SBA is pleased to celebrate your achievements and recognize your personal role in driving our nation’s economic growth.” Udoema’s selection for this important award puts her in contention for the Regional and National SBA awards.

Ms. Udoema is the founder, President, and CEO of Contract Solutions, Incorporated (CSI), a national staffing and professional support services company (www.contractsolutions-inc.com). After retiring from a successful thirty-two-year career with the federal government in various executive-level national and international contracting and procurement positions, she founded CSI in 2006. During her first four years in business, Udoema devoted much of her time and energy to assisting other small businesses by providing training, business development and mentoring support. To accomplish this, she created partnerships with the local chamber of commerce, the community college’s small business center and a state funded business development organization.

In 2010, CSI was selected to participate in the SBA’s business development program. Says Udoema, “The SBA program has been instrumental in allowing me to take CSI to the next level with respect to growth and the development of new client relationships.” In its first five years after entry into the program, CSI’s revenue grew by 6,100%. Over the last eleven years, Udoema has grown CSI from a one-person company operating from her kitchen table to a multi-million-dollar small business. Her measured and strategic approach to growth has resulted in CSI maintaining a debt free status with increased revenue, stellar customer service and high employee retention. 2016 saw CSI’s largest growth yet with \$50 million dollars in new contract awards, including a Department of Treasury contract valued at \$40 million. CSI was also recently recognized by the Washington Business Journal as one of the top thirty staffing companies in the Washington DC Metro area. Udoema’s response when asked what the secret sauce to CSI’s success is? “The three P’s – prayer, planning and patience.”

In addition to her entrepreneurial efforts, Ms. Udoema has as always given back to the community in a big way. Most relevant, she is founder and President of Agape Love in Action (ALIA), a non-profit organization which she established to assist those in need (www.agapeloveinaction.com). The brainchildren of Ms. Udoema, ALIA’s activities include **Hope in a Bag**, which provides support and services for the homeless; **Wisdom Meets Technology**, a program which provides computer literacy training to senior citizens; **Reach2Feed**, food and emergency assistance to families and individuals in distress; and **Business Battle Buddy**, counseling for veteran-owned businesses.